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Norwood of NAI Norwood Group receives New Hampshire CIBOR ROTY award

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Karl Norwood of NAI Norwood Group has been selected as Realtor of the Year from the New Hampshire Commercial Investment Board of Realtors (NHCIBOR).

Norwood began his business career early in 1965. Upon leaving college he started a milk delivery business, Norwood's Dairy, which helped establish a solid base of customers that later translated into a client base for his real estate business. In 1968 Karl, along with his wife, Louise Norwood, opened their first residential real estate office and sold the milk business to concentrate exclusively on real estate. The company grew rapidly in the 1970s and 1980s, becoming the largest multi-faceted real estate company in the state. In 1982 they sold the residential company to concentrate on the commercial side of the business in addition to land development, home building, property management, and international investments. The company has developed over \$100 million in real estate projects ranging from industrial, office parks, and retail. All of these development projects were sensitive to land use, sound planning, and architectural integrity.

In 2008 Norwood re-entered the residential business as Real Living/The Norwood Group which continues to grow. "Our NAI Norwood Group specializes in commercial, retail and industrial brokerage including consulting services. I believe our strongest marketing tool is the attitude and willingness of our staff and agents to contribute back to the community. Our reputation is our strongest asset," said Norwood.

After making the announcement, NHCIBOR president Chris Norwood explained that the board's judges made their selection after considering the records of numerous contenders for the prestigious honor. The basis of judgment, he said, was the contribution of the Realtor to the betterment of the community and his or her conduct of business reflecting the Code of Ethics of the National Association of Realtors.

NHCIBOR plans to submit the name and record of their Realtor of the Year in the New Hampshire Association of Realtors statewide competition for the state Realtor of the Year, where all board ROTYs are recognized at the state convention in September.

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